

Monte Wyatt Client Success Stories

Doug Johnson
Hawkeye Care Centers



Going to the Next Level

When Hawkeye Care Centers acquired two additional nursing homes, they were moving in the right direction, but the extra homes also helped them understand what they needed to do to take their business to the next level.

“We were without systems and a good plan to ‘on board’ the new facilities,” President Doug Johnson said. “We had great people on staff, but not enough of them, so we had people doing numerous jobs that were outside their scope of work. We were going backwards because we weren’t systemized and didn’t have a long term plan.”

That’s when fate intervened, in the form of ActionCOACH Business Coach Monte Wyatt.

“In the fall of 2010, Monte made a timely call and let me know about a 90-day planning session that he thought I should attend,” Johnson said. “I went hoping to get something out of it, but I got more than I bargained for. I was blown away by the simple things I could be doing and putting into place the very next day. I walked away with a blueprint of where I wanted my business to go and what I needed to do over the next 90 days to get there.”

Moving Forward

Too often business owners think they are all alone in the world. Most companies don’t have a board to turn to, which means the business owner is solely responsible for leading the business forward into prosperity and growth. It can be a lot of pressure and the business owner can end up feeling isolated while the business slowly withers away because it isn’t growing.

But events like a 90-day planning session, or working with an ActionCOACH like Monte Wyatt in a one-to-one environment can change that.



ActionCOACH Monte Wyatt

Monte Wyatt is one of the top ActionCOACH Business Coaches in the world.

Client Success Stories



“The event made me realize all of the work that had to be done. At that time I realized how unprepared I was to help our company move forward. I walked away with some leadership skills and a plan to take the company in the direction I was aiming,” said Johnson.

After that first event, Johnson knew he had found something special. He immediately started putting some of the principles he’d learned into place and then made sure Monte would coach his team directly.

“The organization of our business needed to improve,” Johnson said. “We needed to systemize how we did things, know who was responsible for each task in front of us and I needed help putting the right people in the right seats, doing the right things. Monte acts like an engaged member of the team, helping us find solutions to our issues, both big and small.”

Why Coaching?

Coaching helps put both long and short term goals in perspective through consistency and accountability.

“Monte has helped us put our goals down on paper, implement them and develop action plans to accomplish them,” Johnson said. “Since working with Monte, our leadership works together more efficiently and we communicate better as a unit.”

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Today, Hawkeye Care Centers is moving forward more efficiently than Johnson could have imagined and he is willing to sing the praises of business coaching in general, and Monte Wyatt in particular.

“Monte is a vehicle that helps you implement your ideas and execute your plans. He is instrumental in helping you steer your business in the right direction to get to where you want to go. But you have to be prepared to make some big changes! It will be hard work but Monte will help improve your profitability and the way your team communicates...and he will make you accountable when it comes to your goals and action plans. Today our company has direction and a corporate culture that is second to none in our industry and we wouldn’t be where we are without Monte and ActionCOACH.”



Hawkeye Care Centers
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